

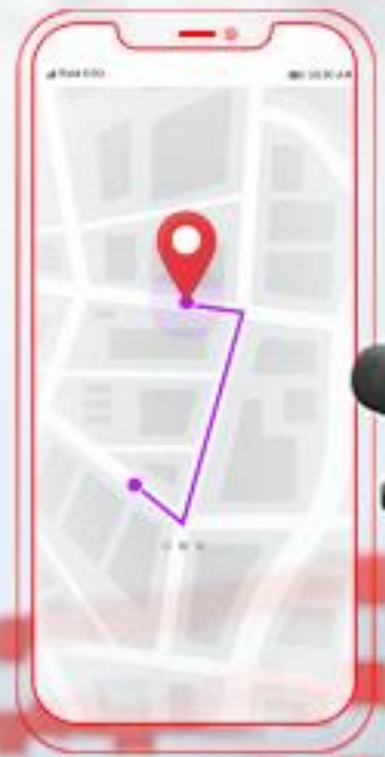


Robi Axiata Limited

Q1 2022 Performance



সবচেয়ে বিস্তৃত
রবি 4.5G নেটওয়ার্ক
এখন আরো শক্তিশালী



DISCLAIMER:

The following presentation is intended to communicate with individuals who can be lawfully communicated with. Information shared in the following presentation cannot be considered as a guide to speculate on the future performance of the company.

Key Highlights

Q1 2022

Growth momentum continued despite market challenges



+1.9%

Revenue Growth (YoY)



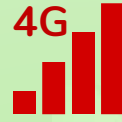
+16.1%

Profit Growth (YoY)



+2.1%

Subscriber Growth (YoY)



+34.1%

4G User Growth (YoY)

এখন প্রয়োজনীয় নির্দিষ্ট সার্ভিস নিয়ে
রবি সার্ভিস পয়েন্ট
 আপনার পাশে



54.1 mn active subscribers with 73.4% data users



Data revenue is 36% of total revenue

5G

60MHz of new spectrum acquired from 2600 MHz band



Proud winner of awards for community engagement, SDG inclusion and corporate practices



Digital Ecosystem Initiatives

Refurbished internet Corners in 6 Divisional Public Libraries



Special offer on Women's Day for 'Ichchedana' customers



National Call Centre- 333



Total answered calls was **417,411** in Q1'22
Monthly average answered call was 139,137

CSR Activities

Awareness through Common Sense Platform



Water Treatment Plant in Railway Stations

A detailed study, assessment and water quality tests has been performed in all the 10 Water Treatment Plants



5000 Mask for Shakti Foundation to support free health awareness campaigns



NORMalizing Mask-wearing in Urban Areas



Recognition

bdapps recognized as the Best Innovation in Community Engagement in Bangladesh Innovation Awards 2022



Spectrum Auction 2022

Robi acquired the highest amount of spectrum 60 MHz from 2600 MHz band

Taxation Rationalization

Upcoming Budget 2022-2023 should rationalize sector specific taxation (Minimum Turnover Tax, Corporate Tax, Subscriber Taxation)

4G Device Penetration

Without 4G devices being affordable for mass people, the current 4G usage gap will not be addressed. Regulatory supportive initiatives like allowing device locking are required to address the 4G usage gap

Telecom Ecosystem

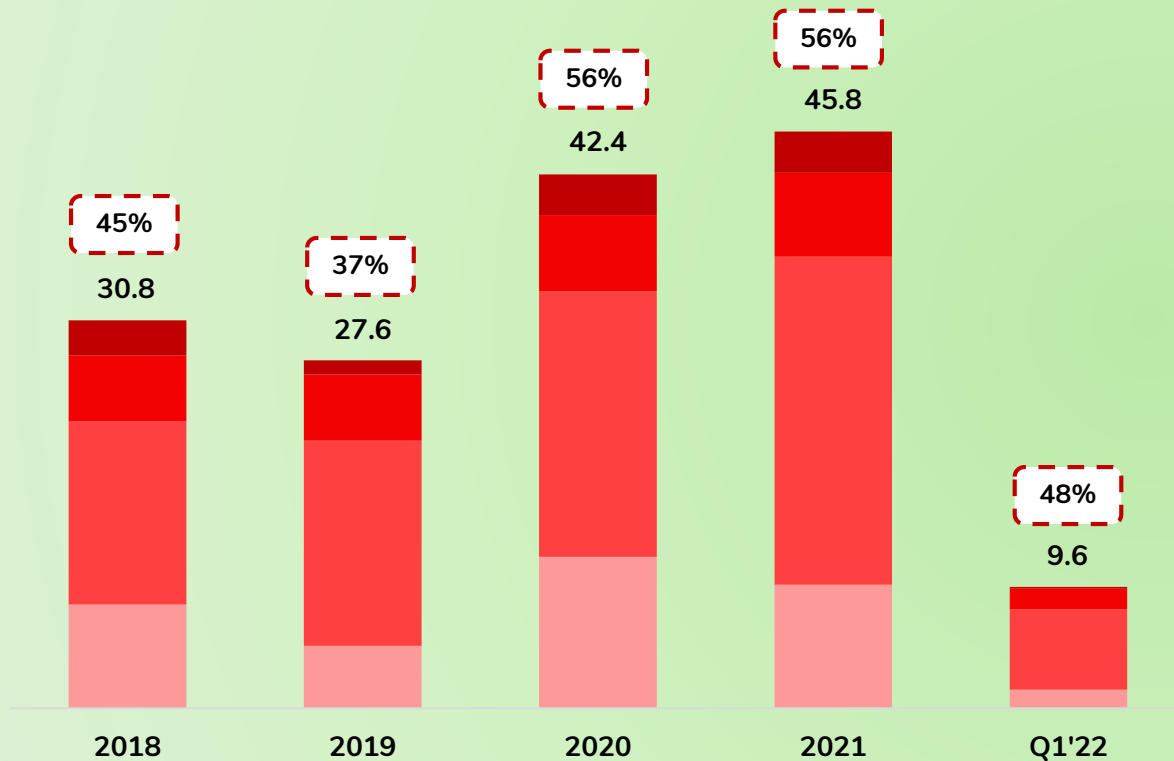
BTRC initiated different policy reviews like Broadband Policy 2009, ILDTS Policy 2010, etc. need to be realistic and conducive for the ecosystem to accelerate Digital Bangladesh's progression

Significant contributions to national exchequer



Contribution to Government Exchequer (BDT bn)

■ BTRC
 ■ VAT
 ■ Tax
 ■ Customs Duty
 ■ Total Contribution/ Revenue



Payment made to govt. exchequer in the form of Spectrum, Tax, VAT, duties, revenue sharing etc. including VAT from customers



Contribution to national exchequers in Q1 2022

BDT 961 Crore

48%
(Total Contribution / Revenue)

BTRC

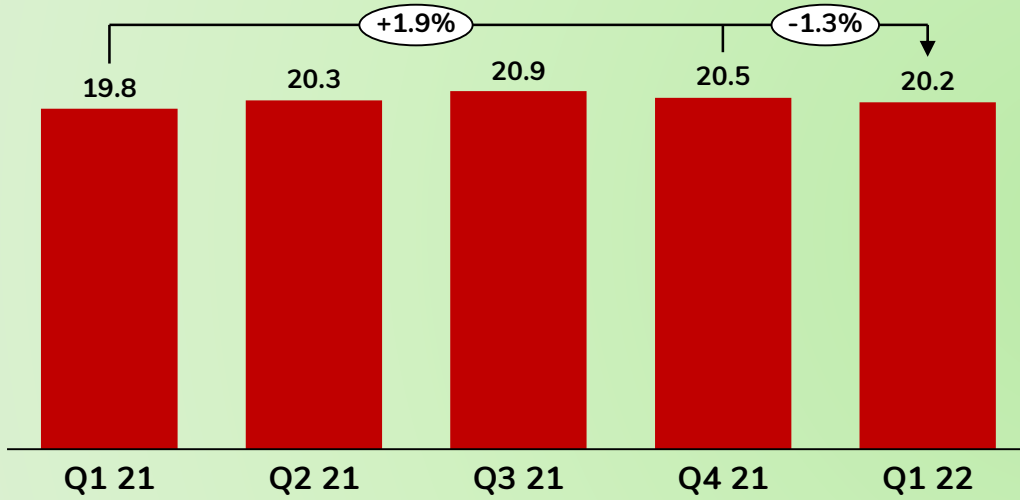
BDT 146 Crore

NBR

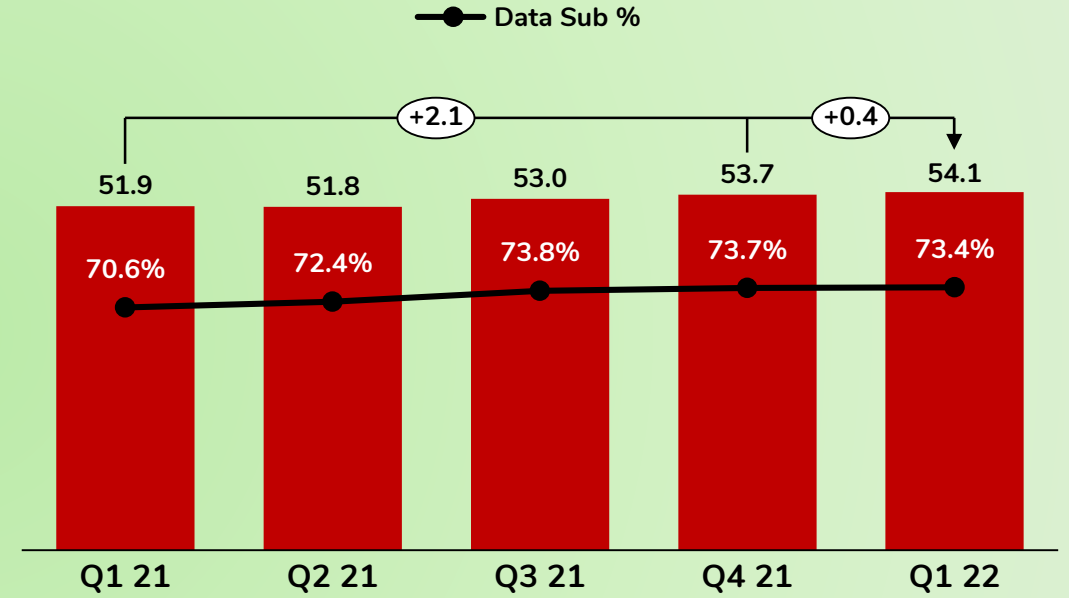
BDT 815 Crore

Financial Results Q1 2022

Revenue (BDT bn)

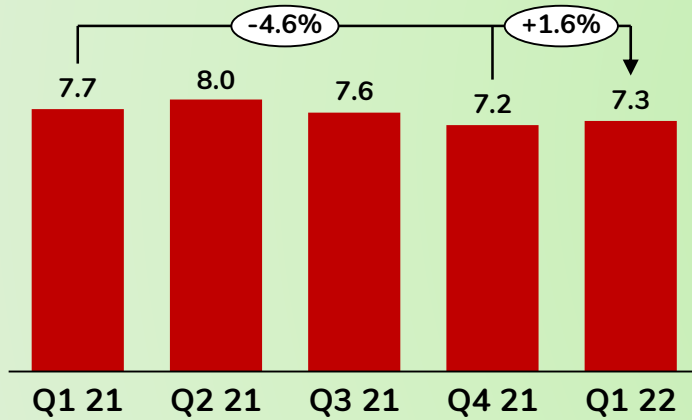


Subscribers (mn)

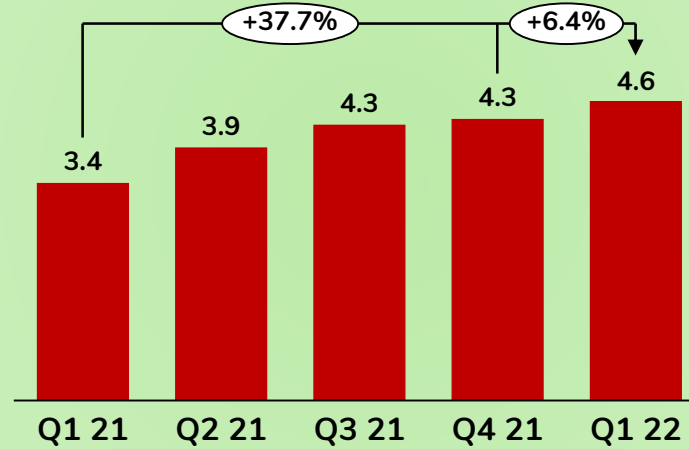


Positive subscriber growth and innovative product offering led to YoY revenue growth. QoQ soft revenue performance owing to intense competition aggression and 2 days less in Q1'22

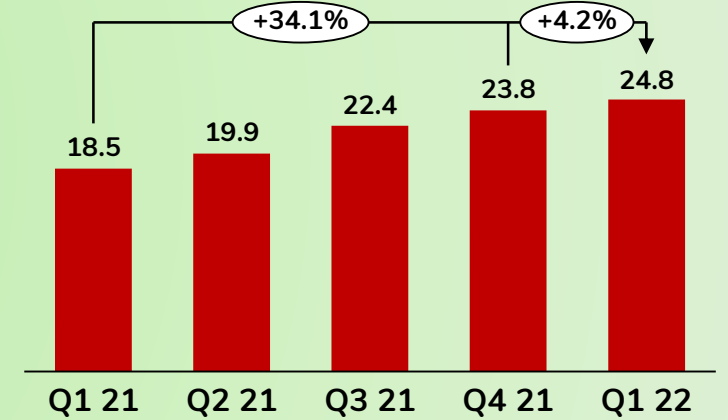
Data Revenue (BDT bn)



Data Usage (GB/Sub/month)



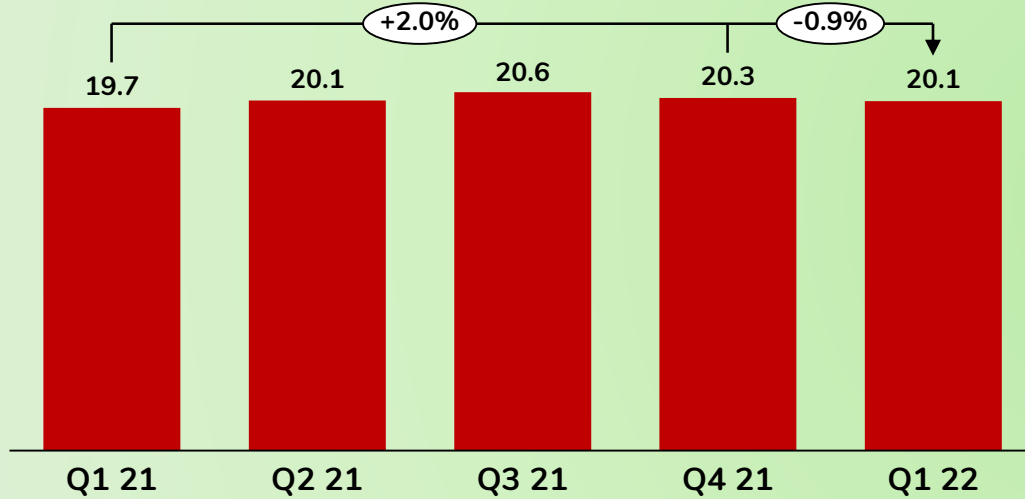
4G Data User (mn)



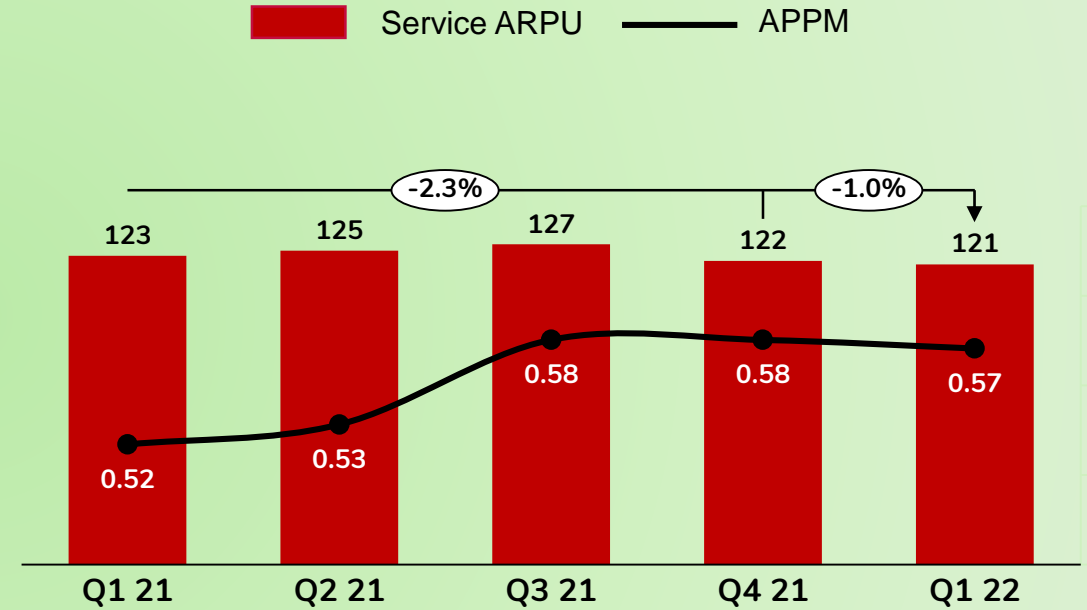
Tailored data product offering facilitated usage and base growth, while continuous data price erosion impede incumbent operators' performance. YoY data revenue de-growth attributable to adoption of FVA (fair value allocation). Considering pre-FVA scenario, data growth would have been +14.0%

ARPU performance remain fairly stable supported by consumption growth

Service Revenue (BDT bn)



Service ARPU (BDT), APPM (BDT)

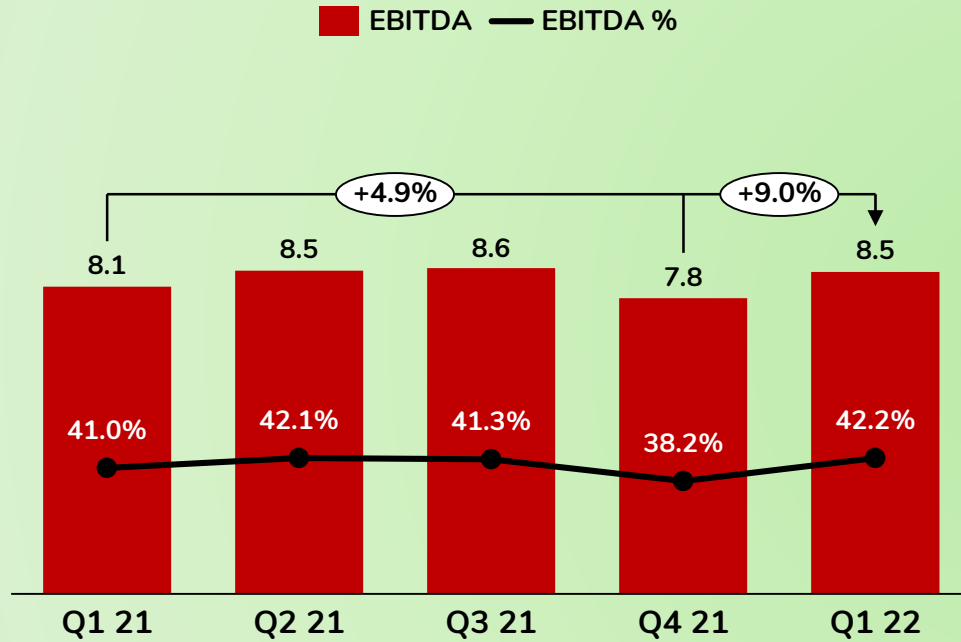


Consistent ARPU performance led by QoQ higher data usage by 6.4%. Fewer days in Q1'22 resulting into slight de-growth in ARPU

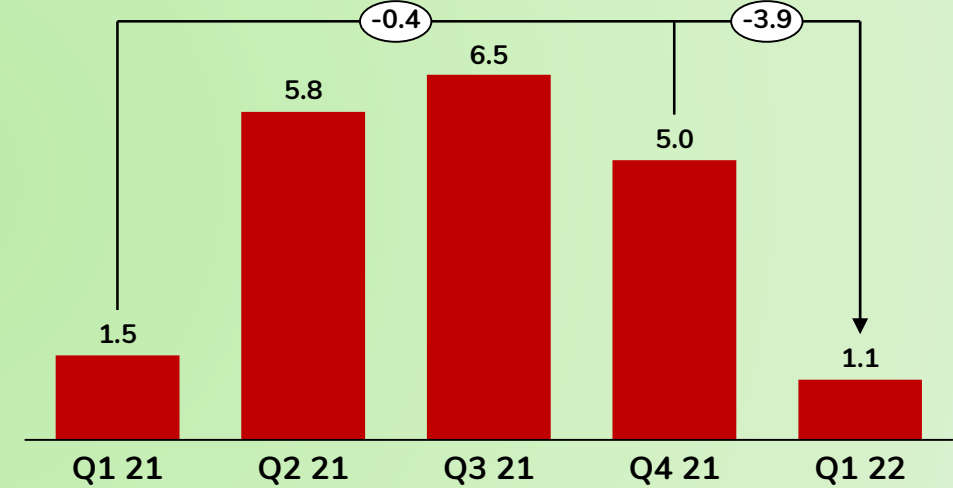
- 1) Service Revenue= Total Revenue excluding device revenue
- 2) Service ARPU based on revenue generated from mobile customers

Concentrated cost monitoring translated into EBITDA growth

EBITDA (BDT bn) and EBITDA %



Capex¹ (BDT bn)

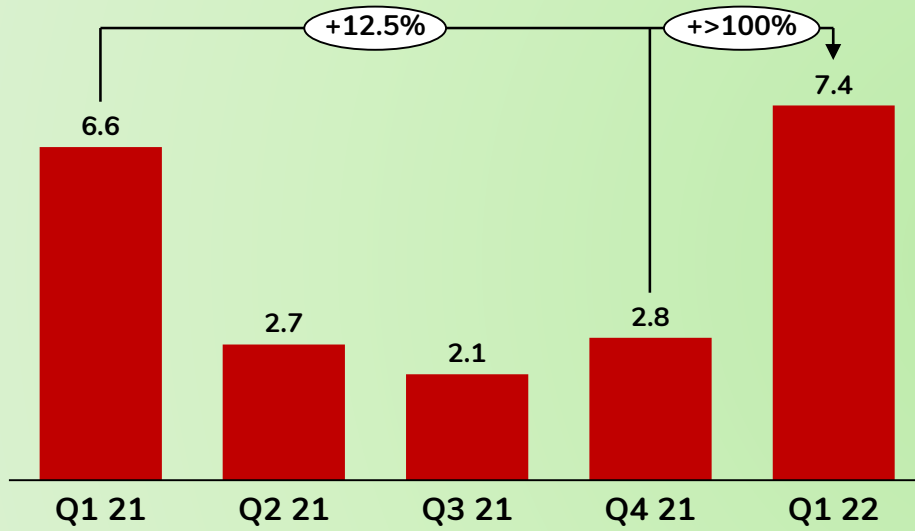


Good cost discipline led to EBITDA growth despite soft topline performance; Capex is lower due to delay in FRR closure and is expected to accelerate with spectrum deployment in coming quarters

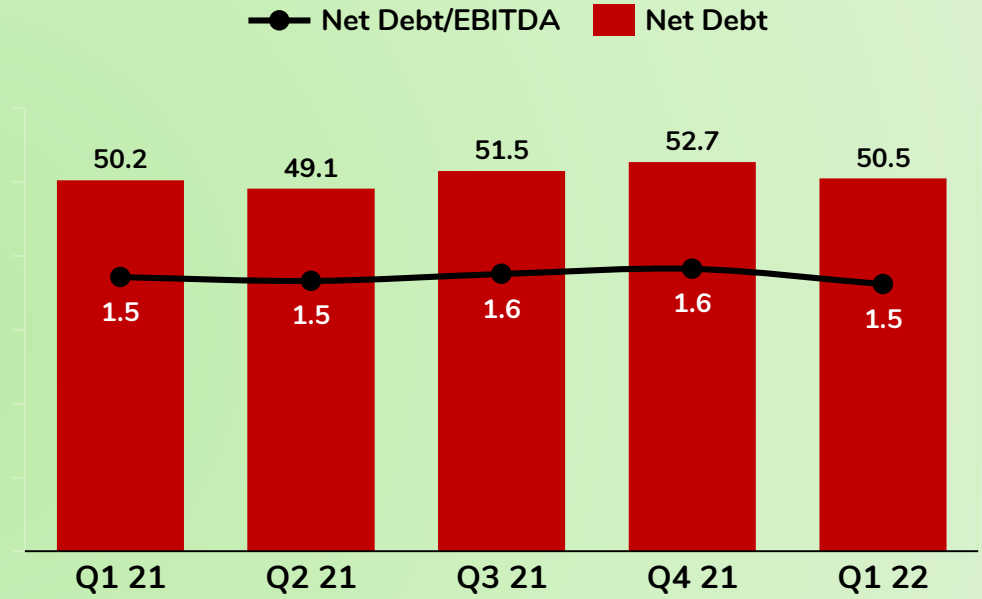
1) Excluding spectrum and RoU Assets

Favorable FCF and debt-position due to higher EBITDA and lower capex

FCF¹ (BDT bn)



Net Debt² (BDT bn) and Net Debt/EBITDA

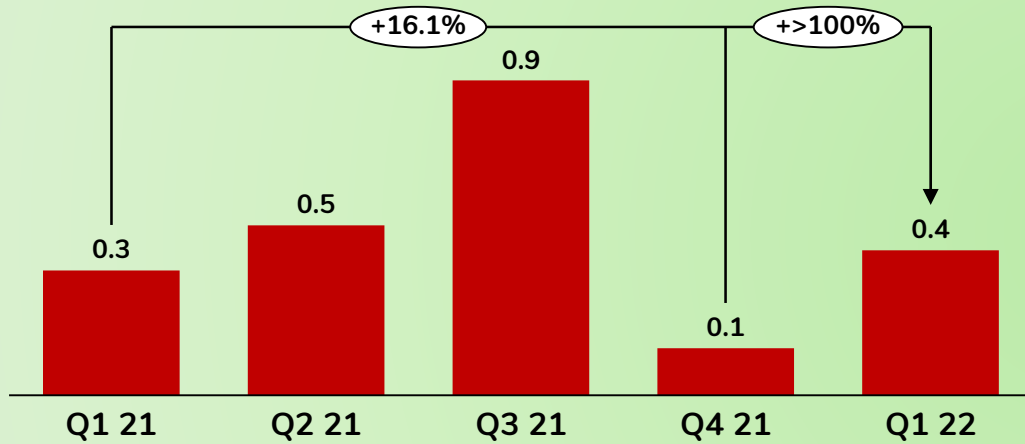


Improved FCF performance largely on account of lower capex; Good strides in debt position through scheduled loan repayments enabling stable balance sheet

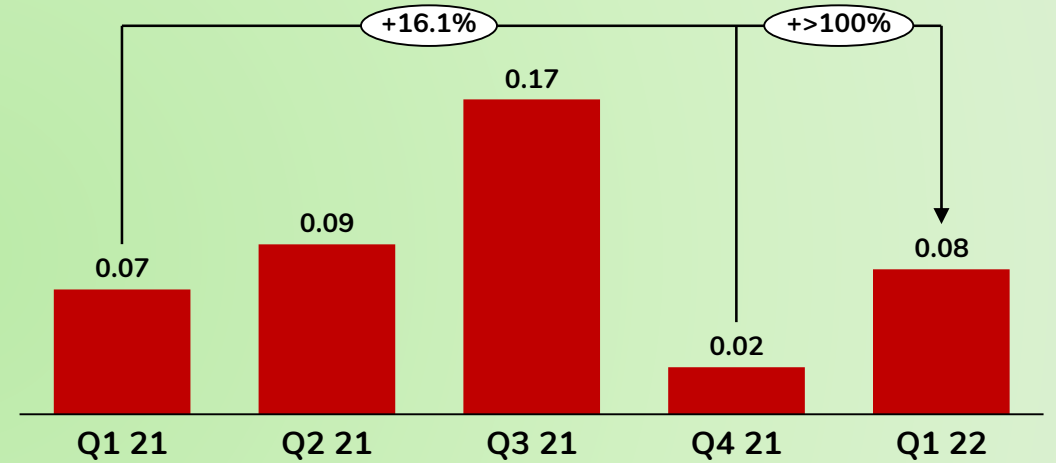
1) FCF= EBITDA-Capex (excl. spectrum and Right of Use assets) as per IFRS 16, 2) Net Debt= Short term loan+ Long term loan+ Lease Liability- Cash & Cash Equivalents

EBITDA uplift helped profit growth

PAT (BDT bn)



Earnings per Share (BDT)



QoQ and YoY EPS improved driven by growth in profitability



Thank you